

# Local Market Update – January 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Berkshire County Board of REALTORS®

**+ 7.8%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 1.2%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 25.0%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	61	<b>83</b>	+ 36.1%	61	<b>83</b>	+ 36.1%
Closed Sales	75	<b>80</b>	+ 6.7%	75	<b>80</b>	+ 6.7%
Median Sales Price*	\$182,125	<b>\$187,000</b>	+ 2.7%	\$182,125	<b>\$187,000</b>	+ 2.7%
Inventory of Homes for Sale	1,172	<b>833</b>	- 28.9%	--	--	--
Months Supply of Inventory	11.2	<b>7.2</b>	- 35.3%	--	--	--
Cumulative Days on Market Until Sale	183	<b>131</b>	- 28.6%	183	<b>131</b>	- 28.6%
Percent of Original List Price Received*	87.1%	<b>87.8%</b>	+ 0.8%	87.1%	<b>87.8%</b>	+ 0.8%
New Listings	148	<b>122</b>	- 17.6%	148	<b>122</b>	- 17.6%

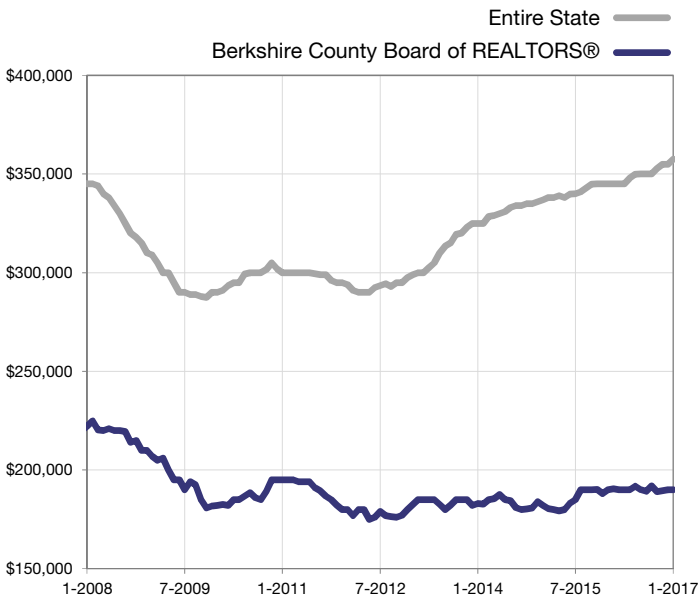
### Condominium Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	4	<b>4</b>	0.0%	4	<b>4</b>	0.0%
Closed Sales	2	<b>3</b>	+ 50.0%	2	<b>3</b>	+ 50.0%
Median Sales Price*	\$247,500	<b>\$289,000</b>	+ 16.8%	\$247,500	<b>\$289,000</b>	+ 16.8%
Inventory of Homes for Sale	136	<b>148</b>	+ 8.8%	--	--	--
Months Supply of Inventory	11.8	<b>16.3</b>	+ 38.3%	--	--	--
Cumulative Days on Market Until Sale	55	<b>225</b>	+ 308.5%	55	<b>225</b>	+ 308.5%
Percent of Original List Price Received*	87.4%	<b>98.8%</b>	+ 13.0%	87.4%	<b>98.8%</b>	+ 13.0%
New Listings	12	<b>8</b>	- 33.3%	12	<b>8</b>	- 33.3%

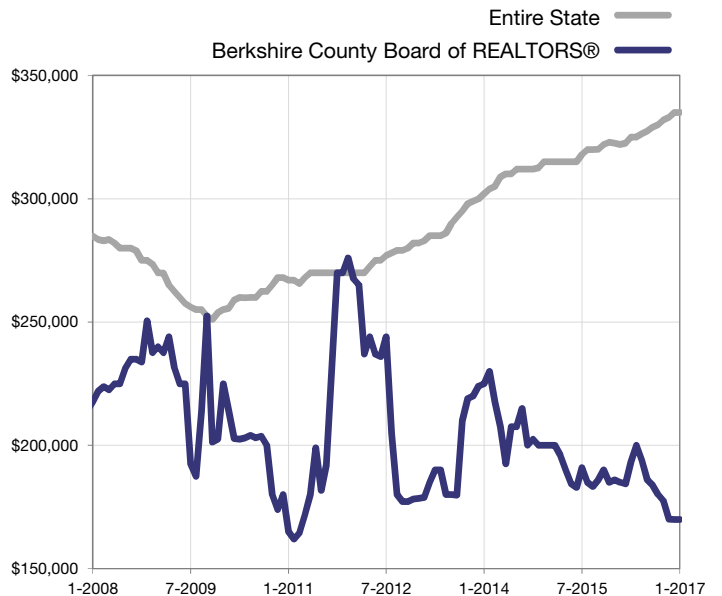
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – January 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Cape Cod & Islands Association of REALTORS®, Inc.

**+ 6.1%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 7.1%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 29.9%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	347	<b>378</b>	+ 8.9%	347	<b>378</b>	+ 8.9%
Closed Sales	327	<b>365</b>	+ 11.6%	327	<b>365</b>	+ 11.6%
Median Sales Price*	\$350,000	<b>\$362,500</b>	+ 3.6%	\$350,000	<b>\$362,500</b>	+ 3.6%
Inventory of Homes for Sale	3,576	<b>2,490</b>	- 30.4%	--	--	--
Months Supply of Inventory	7.9	<b>4.9</b>	- 37.7%	--	--	--
Cumulative Days on Market Until Sale	187	<b>128</b>	- 31.2%	187	<b>128</b>	- 31.2%
Percent of Original List Price Received*	90.7%	<b>92.5%</b>	+ 2.0%	90.7%	<b>92.5%</b>	+ 2.0%
New Listings	543	<b>483</b>	- 11.0%	543	<b>483</b>	- 11.0%

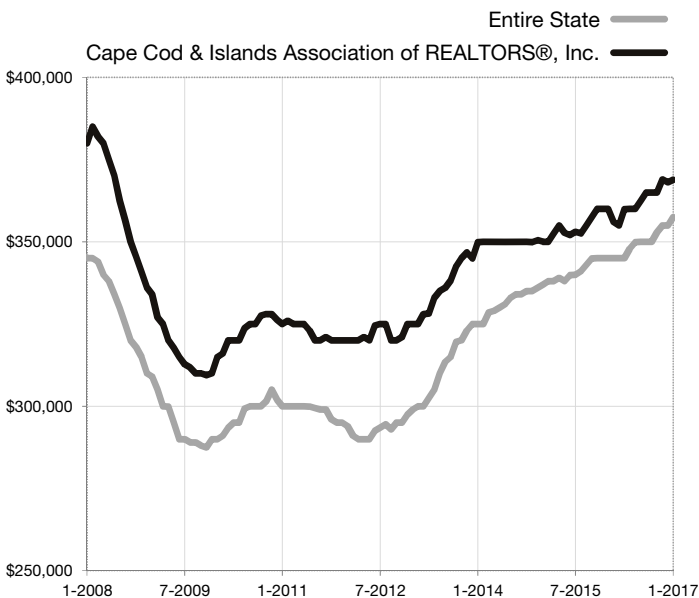
### Condominium Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	69	<b>78</b>	+ 13.0%	69	<b>78</b>	+ 13.0%
Closed Sales	80	<b>67</b>	- 16.3%	80	<b>67</b>	- 16.3%
Median Sales Price*	\$265,000	<b>\$252,000</b>	- 4.9%	\$265,000	<b>\$252,000</b>	- 4.9%
Inventory of Homes for Sale	756	<b>545</b>	- 27.9%	--	--	--
Months Supply of Inventory	7.1	<b>5.2</b>	- 26.1%	--	--	--
Cumulative Days on Market Until Sale	144	<b>170</b>	+ 17.8%	144	<b>170</b>	+ 17.8%
Percent of Original List Price Received*	93.1%	<b>94.3%</b>	+ 1.2%	93.1%	<b>94.3%</b>	+ 1.2%
New Listings	124	<b>101</b>	- 18.5%	124	<b>101</b>	- 18.5%

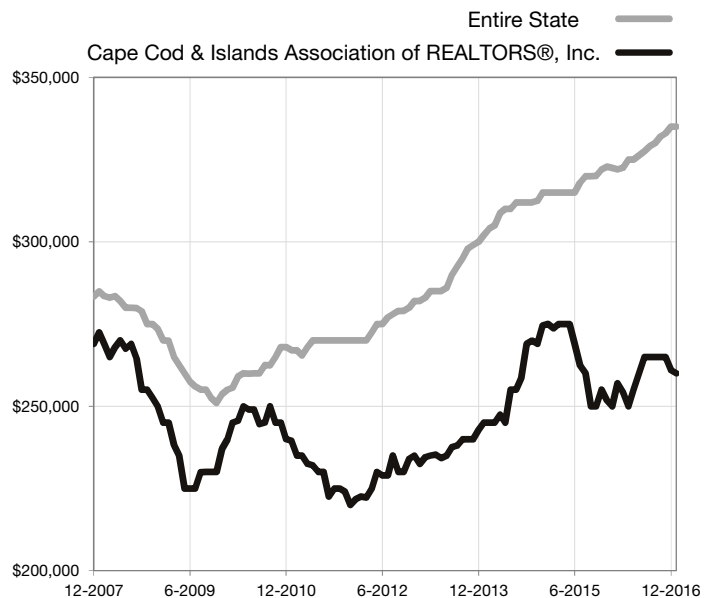
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – January 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Central Massachusetts Association of REALTORS®

**+ 11.5%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 7.4%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 38.1%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	395	<b>440</b>	+ 11.4%	395	<b>440</b>	+ 11.4%
Closed Sales	343	<b>373</b>	+ 8.7%	343	<b>373</b>	+ 8.7%
Median Sales Price*	\$249,000	<b>\$261,000</b>	+ 4.8%	\$249,000	<b>\$261,000</b>	+ 4.8%
Inventory of Homes for Sale	1,838	<b>1,094</b>	- 40.5%	--	--	--
Months Supply of Inventory	3.8	<b>2.0</b>	- 47.8%	--	--	--
Cumulative Days on Market Until Sale	116	<b>81</b>	- 30.2%	116	<b>81</b>	- 30.2%
Percent of Original List Price Received*	94.1%	<b>95.5%</b>	+ 1.5%	94.1%	<b>95.5%</b>	+ 1.5%
New Listings	466	<b>468</b>	+ 0.4%	466	<b>468</b>	+ 0.4%

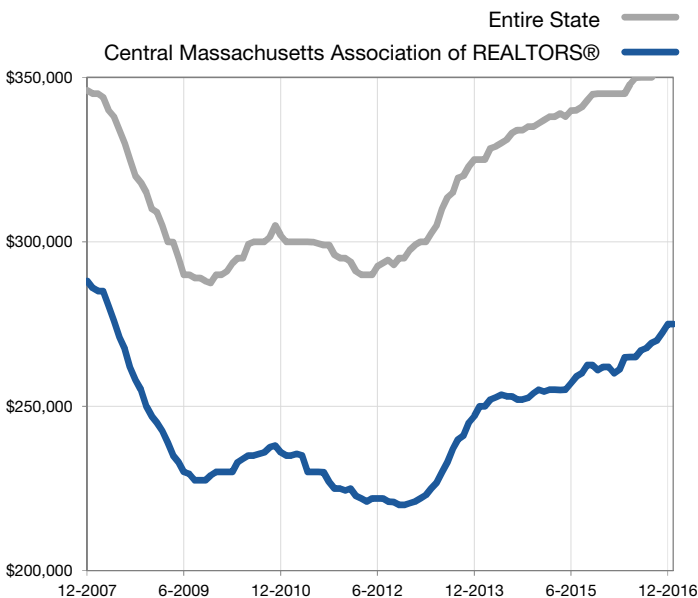
### Condominium Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	102	<b>104</b>	+ 2.0%	102	<b>104</b>	+ 2.0%
Closed Sales	83	<b>102</b>	+ 22.9%	83	<b>102</b>	+ 22.9%
Median Sales Price*	\$205,000	<b>\$212,500</b>	+ 3.7%	\$205,000	<b>\$212,500</b>	+ 3.7%
Inventory of Homes for Sale	397	<b>289</b>	- 27.2%	--	--	--
Months Supply of Inventory	3.4	<b>2.2</b>	- 35.2%	--	--	--
Cumulative Days on Market Until Sale	109	<b>89</b>	- 18.1%	109	<b>89</b>	- 18.1%
Percent of Original List Price Received*	94.5%	<b>96.3%</b>	+ 1.9%	94.5%	<b>96.3%</b>	+ 1.9%
New Listings	128	<b>149</b>	+ 16.4%	128	<b>149</b>	+ 16.4%

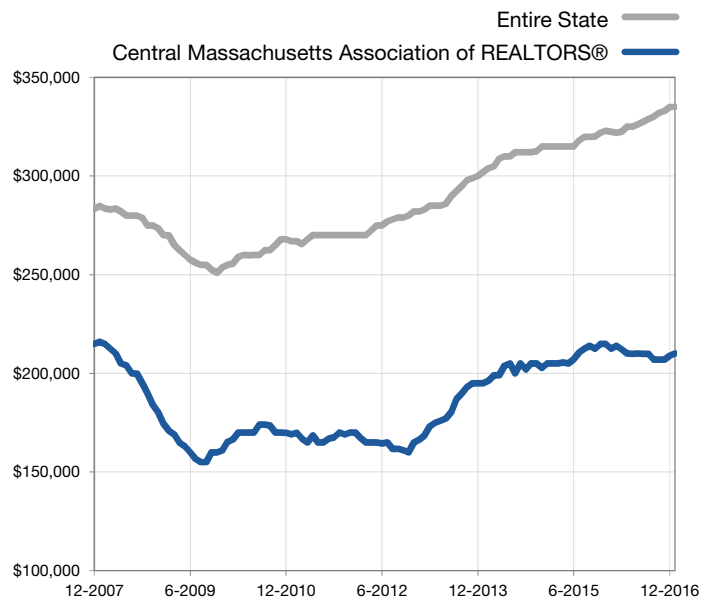
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – January 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®

## Greater Boston Association of REALTORS®

### Single-Family Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	683	<b>785</b>	+ 14.9%	683	<b>785</b>	+ 14.9%
Closed Sales	843	<b>837</b>	- 0.7%	843	<b>837</b>	- 0.7%
Median Sales Price*	\$490,000	<b>\$520,000</b>	+ 6.1%	\$490,000	<b>\$520,000</b>	+ 6.1%
Inventory of Homes for Sale	2,339	<b>1,509</b>	- 35.5%	--	--	--
Months Supply of Inventory	2.0	<b>1.3</b>	- 35.0%	--	--	--
Cumulative Days on Market Until Sale	81	<b>70</b>	- 13.6%	81	<b>70</b>	- 13.6%
Percent of Original List Price Received*	95.8%	<b>96.3%</b>	+ 0.5%	95.8%	<b>96.3%</b>	+ 0.5%
New Listings	903	<b>894</b>	- 1.0%	903	<b>894</b>	- 1.0%

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

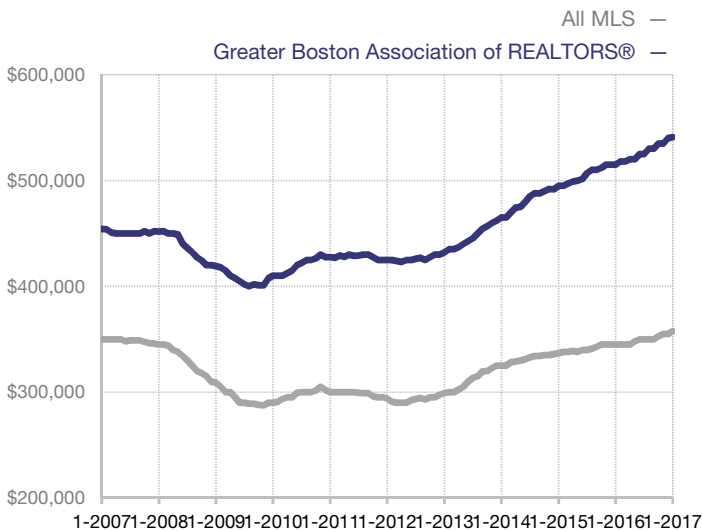
### Condominium Properties

Key Metrics	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	648	<b>734</b>	+ 13.3%	648	<b>734</b>	+ 13.3%
Closed Sales	604	<b>601</b>	- 0.5%	604	<b>601</b>	- 0.5%
Median Sales Price*	\$443,250	<b>\$495,000</b>	+ 11.7%	\$443,250	<b>\$495,000</b>	+ 11.7%
Inventory of Homes for Sale	1,393	<b>973</b>	- 30.2%	--	--	--
Months Supply of Inventory	1.6	<b>1.0</b>	- 37.5%	--	--	--
Cumulative Days on Market Until Sale	59	<b>52</b>	- 11.9%	59	<b>52</b>	- 11.9%
Percent of Original List Price Received*	97.9%	<b>98.0%</b>	+ 0.1%	97.9%	<b>98.0%</b>	+ 0.1%
New Listings	805	<b>836</b>	+ 3.9%	805	<b>836</b>	+ 3.9%

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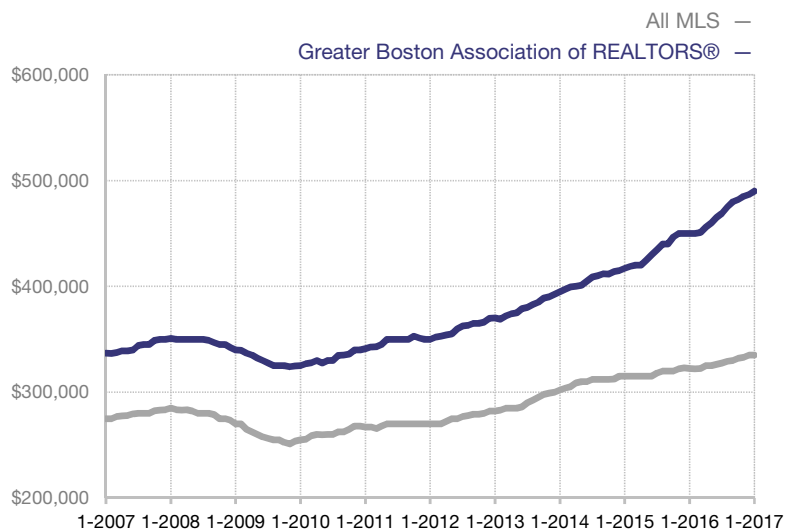
### Median Sales Price – Single-Family Properties

Rolling 12-Month Calculation



### Median Sales Price – Condominium Properties

Rolling 12-Month Calculation



MASSACHUSETTS ASSOCIATION OF REALTORS®



# Local Market Update – January 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Fall River Association of REALTORS®

**- 7.5%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**- 0.0%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 33.1%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	83	<b>69</b>	- 16.9%	83	<b>69</b>	- 16.9%
Closed Sales	64	<b>60</b>	- 6.3%	64	<b>60</b>	- 6.3%
Median Sales Price*	\$245,200	<b>\$240,000</b>	- 2.1%	\$245,200	<b>\$240,000</b>	- 2.1%
Inventory of Homes for Sale	458	<b>301</b>	- 34.3%	--	--	--
Months Supply of Inventory	5.7	<b>3.3</b>	- 41.9%	--	--	--
Cumulative Days on Market Until Sale	116	<b>102</b>	- 12.2%	116	<b>102</b>	- 12.2%
Percent of Original List Price Received*	93.0%	<b>96.8%</b>	+ 4.1%	93.0%	<b>96.8%</b>	+ 4.1%
New Listings	94	<b>83</b>	- 11.7%	94	<b>83</b>	- 11.7%

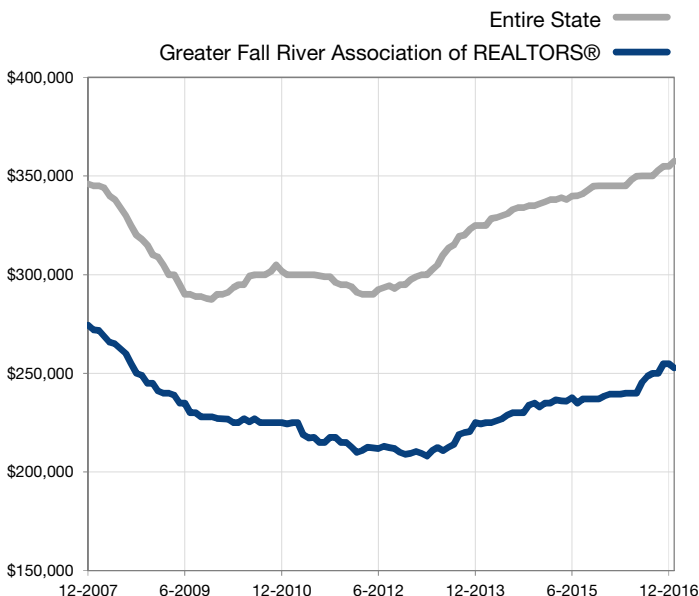
### Condominium Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	13	<b>15</b>	+ 15.4%	13	<b>15</b>	+ 15.4%
Closed Sales	3	<b>2</b>	- 33.3%	3	<b>2</b>	- 33.3%
Median Sales Price*	\$174,900	<b>\$257,500</b>	+ 47.2%	\$174,900	<b>\$257,500</b>	+ 47.2%
Inventory of Homes for Sale	61	<b>46</b>	- 24.6%	--	--	--
Months Supply of Inventory	9.3	<b>4.9</b>	- 46.8%	--	--	--
Cumulative Days on Market Until Sale	76	<b>118</b>	+ 55.9%	76	<b>118</b>	+ 55.9%
Percent of Original List Price Received*	97.7%	<b>92.8%</b>	- 5.0%	97.7%	<b>92.8%</b>	- 5.0%
New Listings	16	<b>15</b>	- 6.3%	16	<b>15</b>	- 6.3%

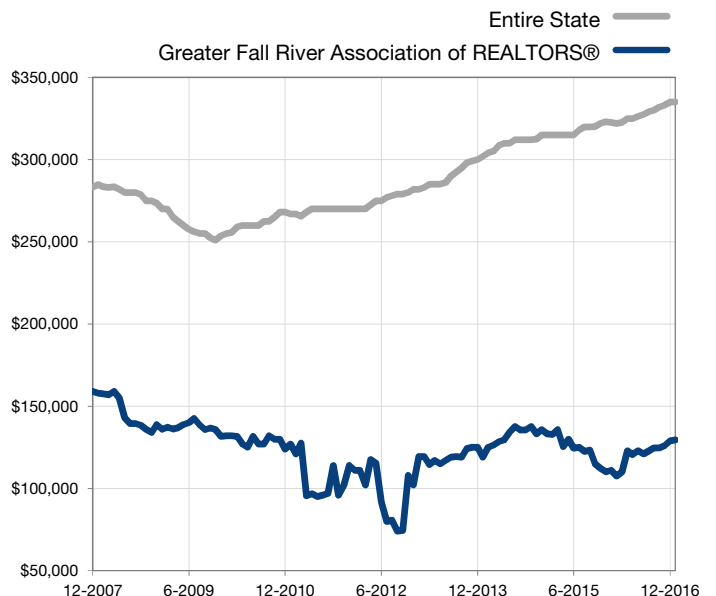
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – January 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Greater Newburyport Association of REALTORS®

**- 6.9%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**- 1.2%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 30.0%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	39	<b>45</b>	+ 15.4%	39	<b>45</b>	+ 15.4%
Closed Sales	35	<b>47</b>	+ 34.3%	35	<b>47</b>	+ 34.3%
Median Sales Price*	\$389,000	<b>\$452,500</b>	+ 16.3%	\$389,000	<b>\$452,500</b>	+ 16.3%
Inventory of Homes for Sale	189	<b>128</b>	- 32.3%	--	--	--
Months Supply of Inventory	3.2	<b>2.0</b>	- 37.3%	--	--	--
Cumulative Days on Market Until Sale	114	<b>113</b>	- 1.3%	114	<b>113</b>	- 1.3%
Percent of Original List Price Received*	92.3%	<b>95.2%</b>	+ 3.1%	92.3%	<b>95.2%</b>	+ 3.1%
New Listings	65	<b>56</b>	- 13.8%	65	<b>56</b>	- 13.8%

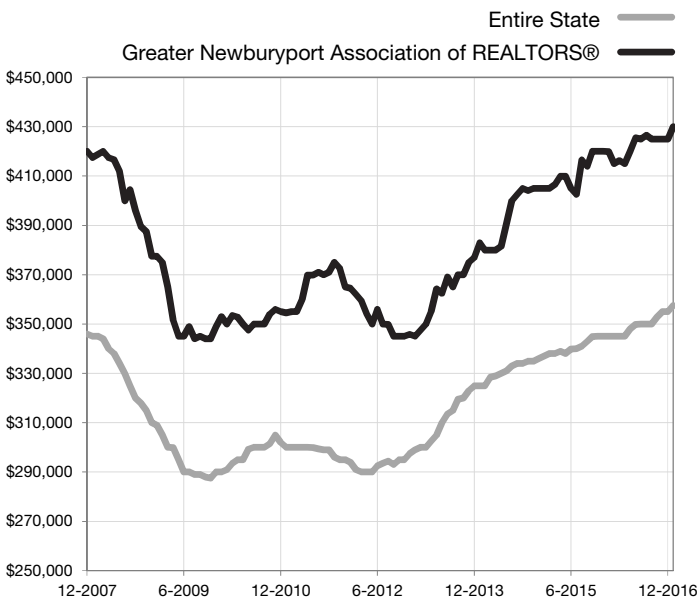
### Condominium Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	24	<b>26</b>	+ 8.3%	24	<b>26</b>	+ 8.3%
Closed Sales	37	<b>20</b>	- 45.9%	37	<b>20</b>	- 45.9%
Median Sales Price*	\$350,695	<b>\$281,000</b>	- 19.9%	\$350,695	<b>\$281,000</b>	- 19.9%
Inventory of Homes for Sale	94	<b>70</b>	- 25.5%	--	--	--
Months Supply of Inventory	2.6	<b>2.1</b>	- 19.8%	--	--	--
Cumulative Days on Market Until Sale	107	<b>111</b>	+ 3.2%	107	<b>111</b>	+ 3.2%
Percent of Original List Price Received*	95.5%	<b>94.6%</b>	- 0.9%	95.5%	<b>94.6%</b>	- 0.9%
New Listings	35	<b>48</b>	+ 37.1%	35	<b>48</b>	+ 37.1%

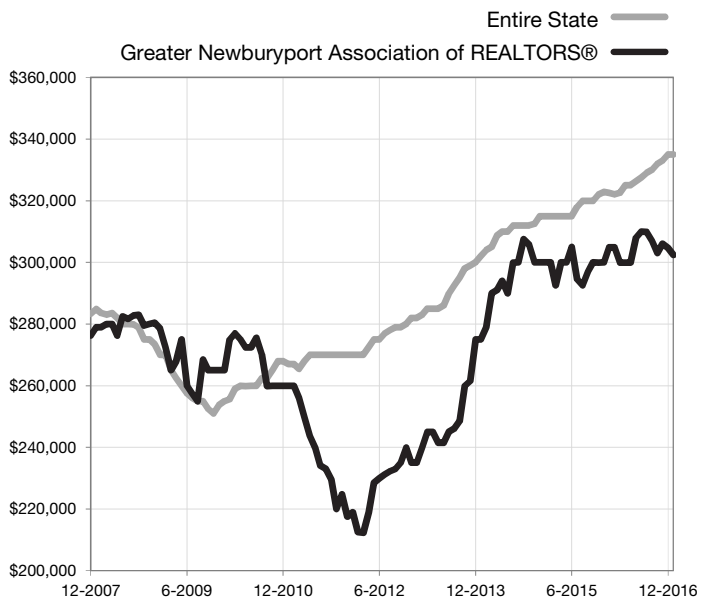
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – January 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Central Massachusetts Association of REALTORS®

**- 1.6%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 0.0%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 31.5%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	171	<b>216</b>	+ 26.3%	171	<b>216</b>	+ 26.3%
Closed Sales	178	<b>162</b>	- 9.0%	178	<b>162</b>	- 9.0%
Median Sales Price*	\$216,000	<b>\$220,000</b>	+ 1.9%	\$216,000	<b>\$220,000</b>	+ 1.9%
Inventory of Homes for Sale	877	<b>592</b>	- 32.5%	--	--	--
Months Supply of Inventory	4.0	<b>2.5</b>	- 37.0%	--	--	--
Cumulative Days on Market Until Sale	121	<b>95</b>	- 21.7%	121	<b>95</b>	- 21.7%
Percent of Original List Price Received*	94.4%	<b>94.6%</b>	+ 0.2%	94.4%	<b>94.6%</b>	+ 0.2%
New Listings	219	<b>203</b>	- 7.3%	219	<b>203</b>	- 7.3%

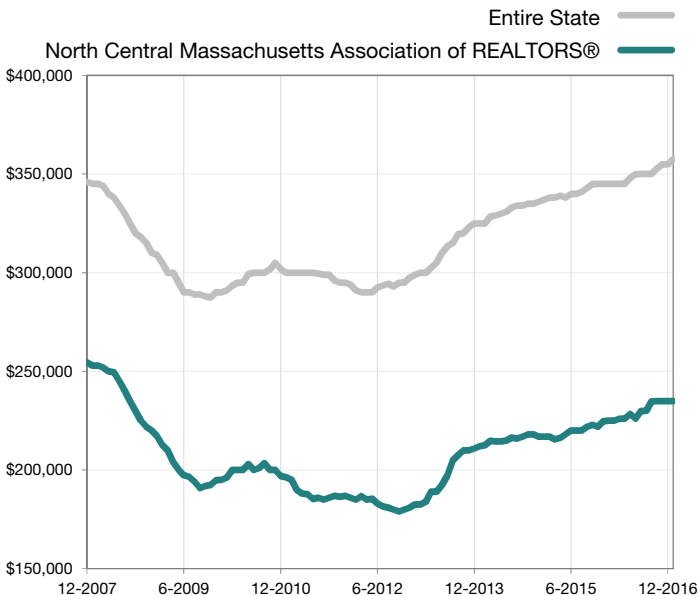
### Condominium Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	18	<b>28</b>	+ 55.6%	18	<b>28</b>	+ 55.6%
Closed Sales	14	<b>27</b>	+ 92.9%	14	<b>27</b>	+ 92.9%
Median Sales Price*	\$178,750	<b>\$165,500</b>	- 7.4%	\$178,750	<b>\$165,500</b>	- 7.4%
Inventory of Homes for Sale	135	<b>101</b>	- 25.2%	--	--	--
Months Supply of Inventory	4.6	<b>3.0</b>	- 34.7%	--	--	--
Cumulative Days on Market Until Sale	82	<b>109</b>	+ 31.8%	82	<b>109</b>	+ 31.8%
Percent of Original List Price Received*	93.1%	<b>96.7%</b>	+ 3.8%	93.1%	<b>96.7%</b>	+ 3.8%
New Listings	34	<b>45</b>	+ 32.4%	34	<b>45</b>	+ 32.4%

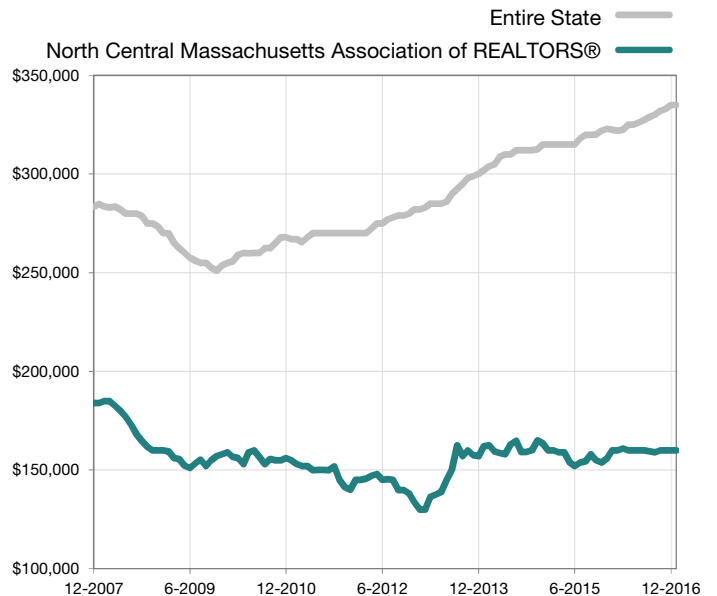
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### Single-Family Properties



### Condominium Properties



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# Local Market Update – January 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## North Shore Association of REALTORS®

**+ 16.3%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 11.1%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 33.6%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	231	<b>237</b>	+ 2.6%	231	<b>237</b>	+ 2.6%
Closed Sales	237	<b>268</b>	+ 13.1%	237	<b>268</b>	+ 13.1%
Median Sales Price*	\$362,000	<b>\$397,500</b>	+ 9.8%	\$362,000	<b>\$397,500</b>	+ 9.8%
Inventory of Homes for Sale	758	<b>514</b>	- 32.2%	--	--	--
Months Supply of Inventory	2.2	<b>1.5</b>	- 33.6%	--	--	--
Cumulative Days on Market Until Sale	106	<b>59</b>	- 44.1%	106	<b>59</b>	- 44.1%
Percent of Original List Price Received*	94.0%	<b>95.6%</b>	+ 1.7%	94.0%	<b>95.6%</b>	+ 1.7%
New Listings	249	<b>242</b>	- 2.8%	249	<b>242</b>	- 2.8%

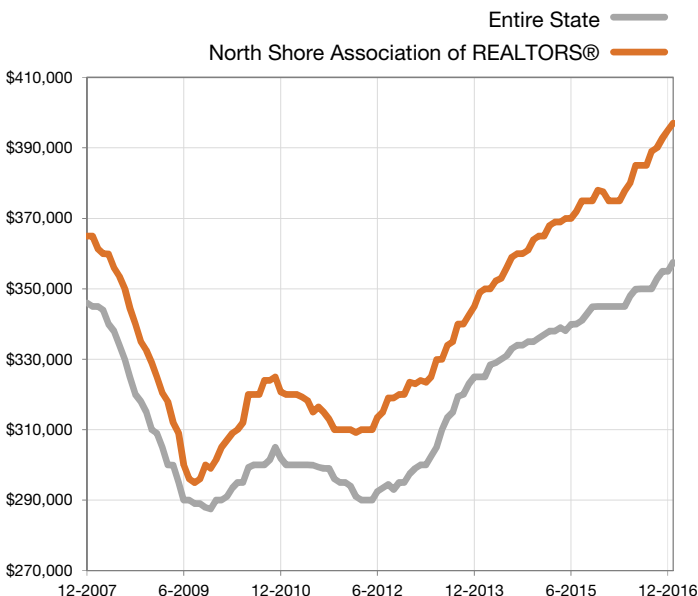
### Condominium Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	90	<b>143</b>	+ 58.9%	90	<b>143</b>	+ 58.9%
Closed Sales	106	<b>131</b>	+ 23.6%	106	<b>131</b>	+ 23.6%
Median Sales Price*	\$246,000	<b>\$299,900</b>	+ 21.9%	\$246,000	<b>\$299,900</b>	+ 21.9%
Inventory of Homes for Sale	354	<b>224</b>	- 36.7%	--	--	--
Months Supply of Inventory	2.4	<b>1.4</b>	- 40.0%	--	--	--
Cumulative Days on Market Until Sale	104	<b>66</b>	- 36.2%	104	<b>66</b>	- 36.2%
Percent of Original List Price Received*	94.7%	<b>97.1%</b>	+ 2.5%	94.7%	<b>97.1%</b>	+ 2.5%
New Listings	104	<b>161</b>	+ 54.8%	104	<b>161</b>	+ 54.8%

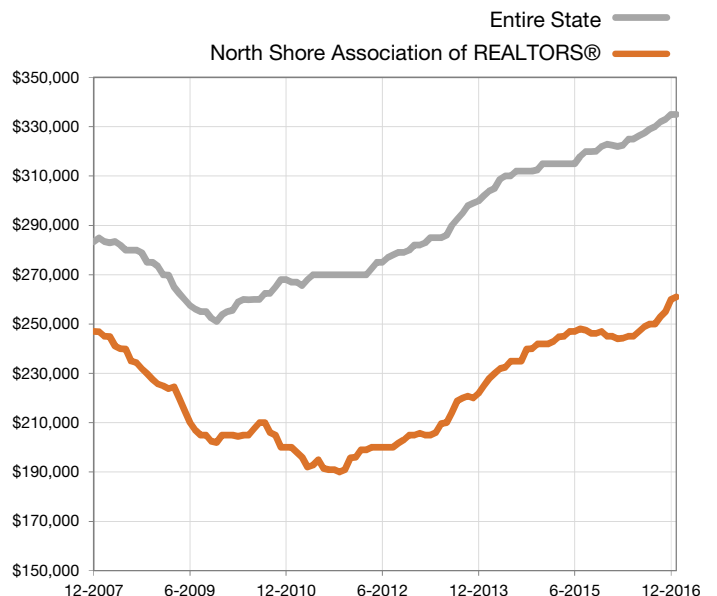
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.



# Local Market Update – January 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Northeast Association of REALTORS®

**- 3.7%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 15.9%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 34.3%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	239	<b>252</b>	+ 5.4%	239	<b>252</b>	+ 5.4%
Closed Sales	258	<b>225</b>	- 12.8%	258	<b>225</b>	- 12.8%
Median Sales Price*	\$335,000	<b>\$395,000</b>	+ 17.9%	\$335,000	<b>\$395,000</b>	+ 17.9%
Inventory of Homes for Sale	712	<b>451</b>	- 36.7%	--	--	--
Months Supply of Inventory	2.3	<b>1.4</b>	- 41.0%	--	--	--
Cumulative Days on Market Until Sale	101	<b>58</b>	- 42.1%	101	<b>58</b>	- 42.1%
Percent of Original List Price Received*	95.5%	<b>97.9%</b>	+ 2.6%	95.5%	<b>97.9%</b>	+ 2.6%
New Listings	296	<b>276</b>	- 6.8%	296	<b>276</b>	- 6.8%

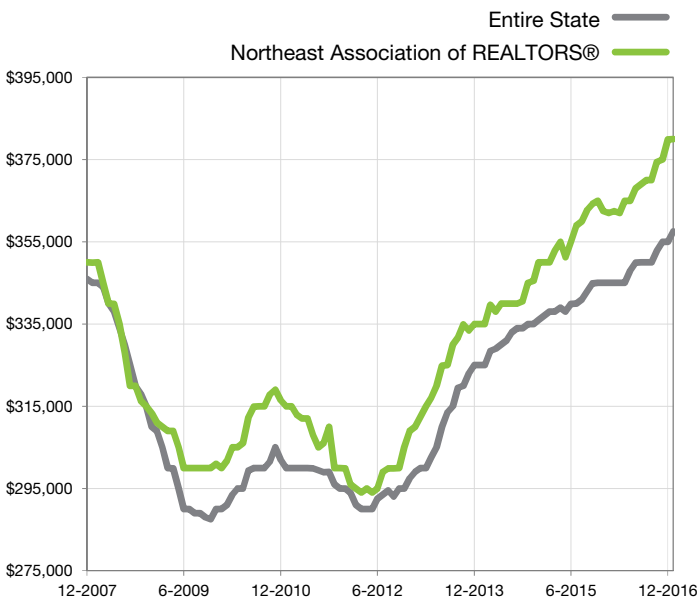
### Condominium Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	107	<b>109</b>	+ 1.9%	107	<b>109</b>	+ 1.9%
Closed Sales	92	<b>112</b>	+ 21.7%	92	<b>112</b>	+ 21.7%
Median Sales Price*	\$210,500	<b>\$206,075</b>	- 2.1%	\$210,500	<b>\$206,075</b>	- 2.1%
Inventory of Homes for Sale	246	<b>178</b>	- 27.6%	--	--	--
Months Supply of Inventory	2.0	<b>1.3</b>	- 35.4%	--	--	--
Cumulative Days on Market Until Sale	86	<b>51</b>	- 41.3%	86	<b>51</b>	- 41.3%
Percent of Original List Price Received*	95.9%	<b>98.0%</b>	+ 2.2%	95.9%	<b>98.0%</b>	+ 2.2%
New Listings	107	<b>134</b>	+ 25.2%	107	<b>134</b>	+ 25.2%

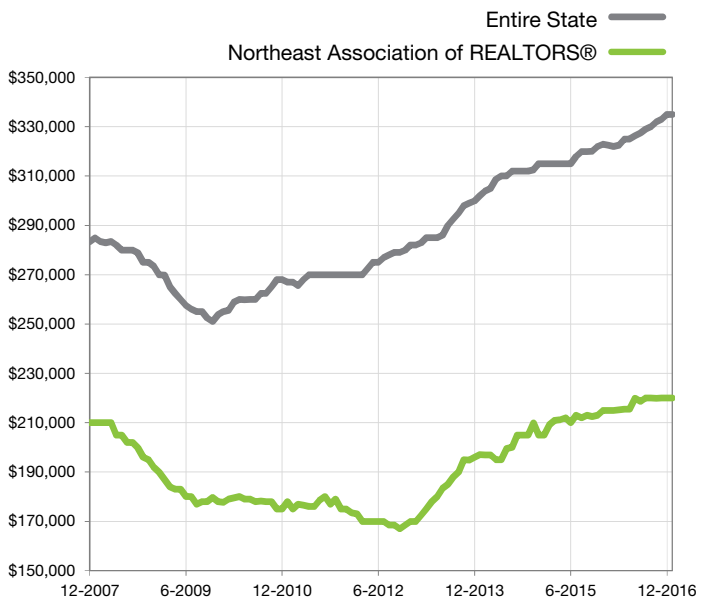
\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – January 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Plymouth and South Shore Association of REALTORS®

**- 1.1%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 11.1%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 29.1%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	330	<b>371</b>	+ 12.4%	330	<b>371</b>	+ 12.4%
Closed Sales	339	<b>333</b>	- 1.8%	339	<b>333</b>	- 1.8%
Median Sales Price*	\$357,000	<b>\$395,000</b>	+ 10.6%	\$357,000	<b>\$395,000</b>	+ 10.6%
Inventory of Homes for Sale	1,416	<b>959</b>	- 32.3%	--	--	--
Months Supply of Inventory	3.0	<b>1.9</b>	- 36.6%	--	--	--
Cumulative Days on Market Until Sale	104	<b>75</b>	- 27.3%	104	<b>75</b>	- 27.3%
Percent of Original List Price Received*	94.5%	<b>95.2%</b>	+ 0.8%	94.5%	<b>95.2%</b>	+ 0.8%
New Listings	422	<b>440</b>	+ 4.3%	422	<b>440</b>	+ 4.3%

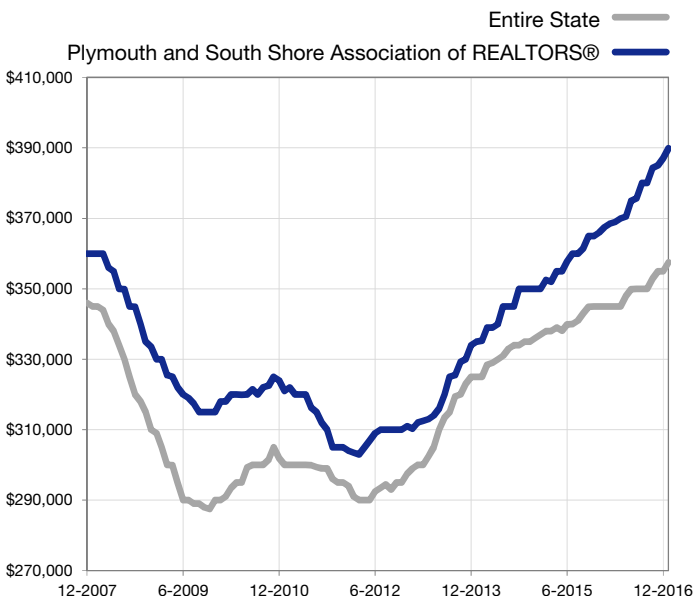
### Condominium Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	102	<b>154</b>	+ 51.0%	102	<b>154</b>	+ 51.0%
Closed Sales	108	<b>109</b>	+ 0.9%	108	<b>109</b>	+ 0.9%
Median Sales Price*	\$246,250	<b>\$304,200</b>	+ 23.5%	\$246,250	<b>\$304,200</b>	+ 23.5%
Inventory of Homes for Sale	343	<b>289</b>	- 15.7%	--	--	--
Months Supply of Inventory	2.4	<b>2.0</b>	- 15.2%	--	--	--
Cumulative Days on Market Until Sale	84	<b>84</b>	- 0.2%	84	<b>84</b>	- 0.2%
Percent of Original List Price Received*	96.9%	<b>96.0%</b>	- 1.0%	96.9%	<b>96.0%</b>	- 1.0%
New Listings	124	<b>169</b>	+ 36.3%	124	<b>169</b>	+ 36.3%

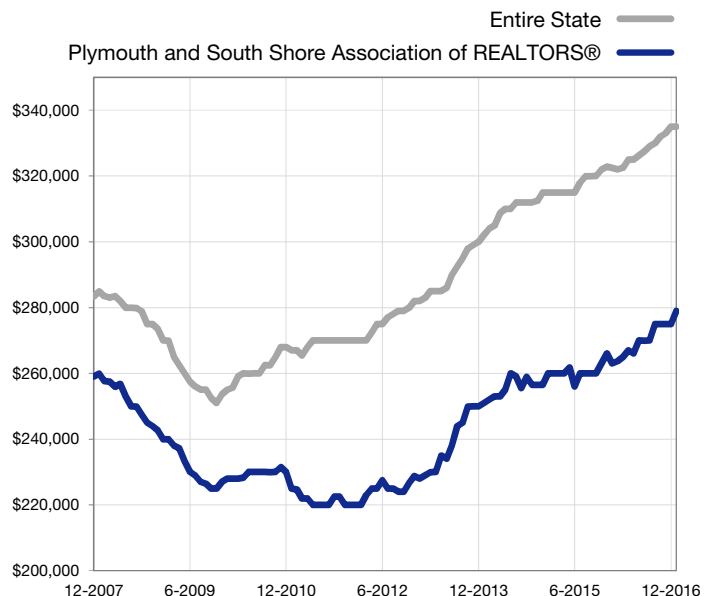
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – January 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## REALTOR® Association of Pioneer Valley

**+ 5.2%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 4.2%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 33.5%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	370	<b>398</b>	+ 7.6%	370	<b>398</b>	+ 7.6%
Closed Sales	341	<b>339</b>	- 0.6%	341	<b>339</b>	- 0.6%
Median Sales Price*	\$184,200	<b>\$195,000</b>	+ 5.9%	\$184,200	<b>\$195,000</b>	+ 5.9%
Inventory of Homes for Sale	2,166	<b>1,459</b>	- 32.6%	--	--	--
Months Supply of Inventory	4.9	<b>3.0</b>	- 39.9%	--	--	--
Cumulative Days on Market Until Sale	138	<b>94</b>	- 31.9%	138	<b>94</b>	- 31.9%
Percent of Original List Price Received*	91.7%	<b>93.6%</b>	+ 2.1%	91.7%	<b>93.6%</b>	+ 2.1%
New Listings	452	<b>488</b>	+ 8.0%	452	<b>488</b>	+ 8.0%

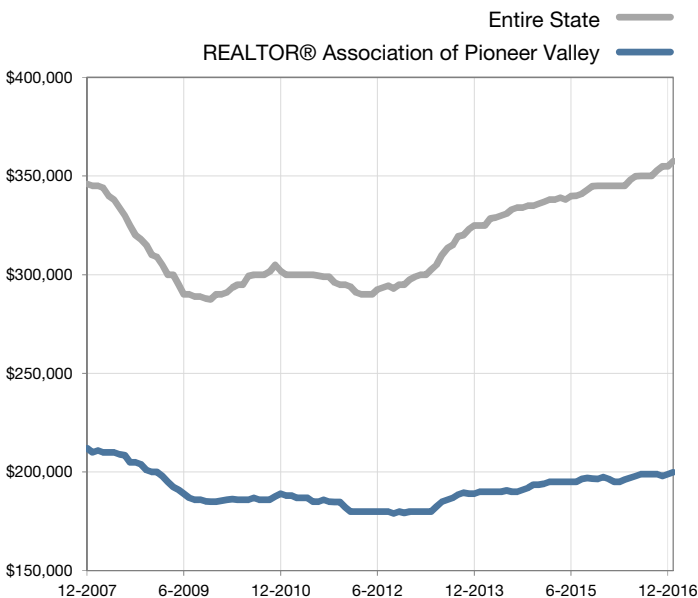
### Condominium Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	56	<b>60</b>	+ 7.1%	56	<b>60</b>	+ 7.1%
Closed Sales	40	<b>62</b>	+ 55.0%	40	<b>62</b>	+ 55.0%
Median Sales Price*	\$171,500	<b>\$160,000</b>	- 6.7%	\$171,500	<b>\$160,000</b>	- 6.7%
Inventory of Homes for Sale	394	<b>244</b>	- 38.1%	--	--	--
Months Supply of Inventory	5.7	<b>3.3</b>	- 42.1%	--	--	--
Cumulative Days on Market Until Sale	107	<b>137</b>	+ 27.9%	107	<b>137</b>	+ 27.9%
Percent of Original List Price Received*	94.3%	<b>94.0%</b>	- 0.3%	94.3%	<b>94.0%</b>	- 0.3%
New Listings	77	<b>72</b>	- 6.5%	77	<b>72</b>	- 6.5%

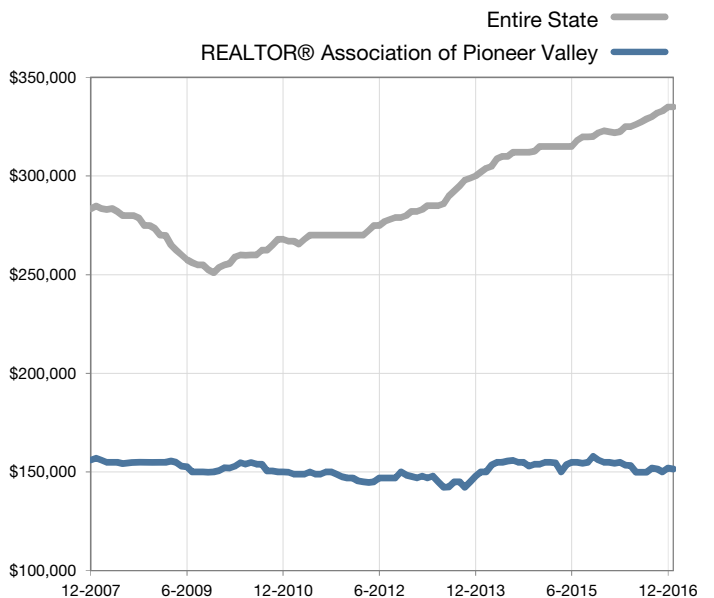
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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# Local Market Update – January 2017

A RESEARCH TOOL PROVIDED BY THE MASSACHUSETTS ASSOCIATION OF REALTORS®



## Realtor® Association of Southeastern Massachusetts

**+ 14.4%**

Year-Over-Year  
Change in  
**Closed Sales**  
All Properties

**+ 10.0%**

Year-Over-Year  
Change in  
**Median Sales Price**  
All Properties

**- 36.4%**

Year-Over-Year  
Change in  
**Inventory of Homes**  
All Properties

### Single-Family Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	312	<b>325</b>	+ 4.2%	312	<b>325</b>	+ 4.2%
Closed Sales	259	<b>319</b>	+ 23.2%	259	<b>319</b>	+ 23.2%
Median Sales Price*	\$265,000	<b>\$280,000</b>	+ 5.7%	\$265,000	<b>\$280,000</b>	+ 5.7%
Inventory of Homes for Sale	1,468	<b>961</b>	- 34.5%	--	--	--
Months Supply of Inventory	4.0	<b>2.3</b>	- 43.5%	--	--	--
Cumulative Days on Market Until Sale	105	<b>66</b>	- 37.6%	105	<b>66</b>	- 37.6%
Percent of Original List Price Received*	94.1%	<b>96.2%</b>	+ 2.3%	94.1%	<b>96.2%</b>	+ 2.3%
New Listings	390	<b>419</b>	+ 7.4%	390	<b>419</b>	+ 7.4%

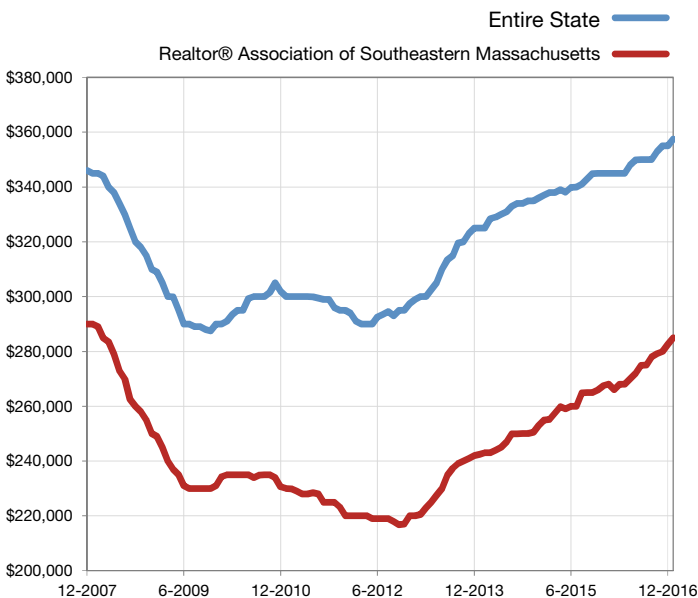
### Condominium Properties

	January			Year to Date		
	2016	2017	+ / -	2016	2017	+ / -
Pending Sales	45	<b>68</b>	+ 51.1%	45	<b>68</b>	+ 51.1%
Closed Sales	60	<b>46</b>	- 23.3%	60	<b>46</b>	- 23.3%
Median Sales Price*	\$180,000	<b>\$194,950</b>	+ 8.3%	\$180,000	<b>\$194,950</b>	+ 8.3%
Inventory of Homes for Sale	221	<b>113</b>	- 48.9%	--	--	--
Months Supply of Inventory	3.6	<b>1.7</b>	- 53.8%	--	--	--
Cumulative Days on Market Until Sale	109	<b>70</b>	- 36.0%	109	<b>70</b>	- 36.0%
Percent of Original List Price Received*	95.3%	<b>97.2%</b>	+ 2.0%	95.3%	<b>97.2%</b>	+ 2.0%
New Listings	76	<b>66</b>	- 13.2%	76	<b>66</b>	- 13.2%

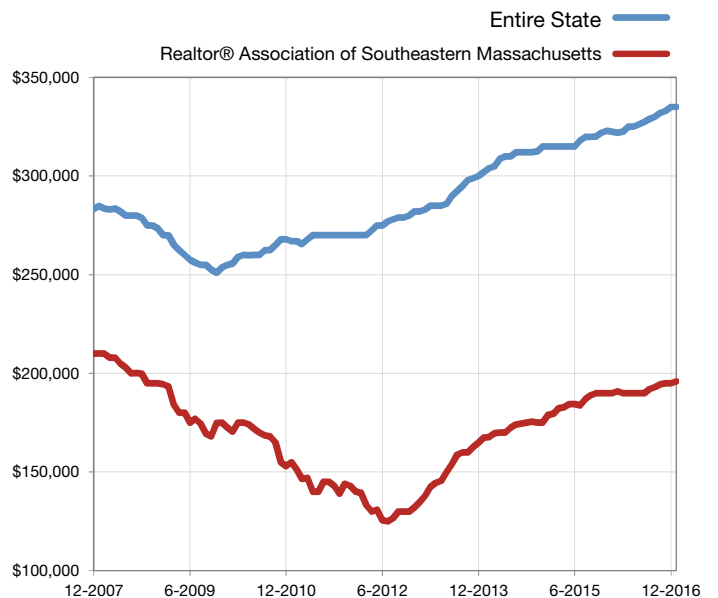
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## Median Sales Price BASED ON A ROLLING 12-MONTH AVERAGE

### Single-Family Properties



### Condominium Properties



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